

MOHIB A. SHEIKH

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Business Analyst ▪ Business Intelligence ▪ Project Management

Quantitative and Analytical Business Analyst with Accounting & Business Intelligence Background

PROFESSIONAL PROFILE

Business Analyst with extensive experience providing business solutions that enhance productivity, improve quality, drive sustained performance, and maximize revenue potential. Acknowledged for capacity to analyze issues, mitigate risk factors, expedite innovative solutions, and build the type of consensus-driven environment that contributes to on time, on budget delivery. With a proven track record for absorbing volumes of technical information, conceiving realistic solutions, and bridging the gap between technology limitations and business & management expectations.

AREAS OF EXPERTISE/CORE COMPETENCIES

Project Management	Systems Analysis & Design	Cost Reduction/Containment
Process Improvements	Budget/Forecast Variances	Technical Support
Financial Analysis	Performance Analysis	Benefits Administration
Database Management	Industry/Market Research	Risk Analysis

PROFESSIONAL EXPERIENCE

Beacon Health Options Boston , MA 2015 to Present

Business Analyst/Project Manager

Responsible for the development of methodology, specifications, analysis and presentation of program outcomes.

Using Multiple BI Platforms for in-depth analytical skills to uncover root causes for complex scientific issues.

Combining business, science, and interpersonal skills to dramatically create organizational change.

- Provided analysis services for business data needs and appropriately made recommendations for viable solutions. Designed, developed and tested solutions relative to the existing production process.
- Addressed issues of data integrity, migration, validation, cleansing and mapping.
- Troubleshooted data issues, validated result sets, recommended and implemented production process improvements.
- Worked closely with technical team leads and management within Business Intelligence Operations to ensure production needs were being met.

Actelion Pharmaceuticals South San Francisco, CA 2013 to 2015

IS Business Analyst/Specialty Pharmacy

Executed project management functions included project planning, budgeting, business requirements, technical design, systems specifications, and project deliverables. Assessed feedback from project employees and determined project completion date.

- Performed detailed data analysis and reported for FDA quarterly submissions and REMS semi-annual reports for Actelion's Opsumit product
- Provided efficient ad-hoc and periodic analytic services and supported the Market Access team which involved business trending and case analysis through the use of data visualizations towards improving operational efficiencies by developing KPI monitor, QC reports, scorecards, payer trends, gap analysis, and conversion analysis.
- Provided data analysis and definitions of business metrics, dimensional hierarchies, aggregations, visualizations by using BI tools like Tableau 8.2 and Business Objects.
- Supported successful system enhancements by providing expertise on strategic business workflow mapping, risk assessment, program planning and system design fulfilling both business and regulatory requirements.
- Collaborated with users to analyze current processes, gathered functional specifications for reports and interfaces, partnered with developers to design and implement new features, reports and systems that increased efficiency.

SuccessFactors, An SAP Company

San Mateo, CA

2012 to 2013

Credit Analyst

Performed credit analysis at the North American headquarters, and analyzed the risks and credit worthiness of accounts with moderate to high exposure. Evaluated and reported to senior management on special issues related to account risk, industry risk, and country risk. Followed delinquent accounts and implemented the appropriate steps for collection.

- Prepared balance sheet and income statement analysis, ratio trend analysis, business and industry risk analysis, management assessment, and cash flow analysis.
- Assisted management in auditing revenue recognition and analyzing billing for potential misstatements.
- Developed various dashboards and Ad-Hoc reports using Crystal Reports & Crystal Dashboards for Management support.

SystaGenix Inc

Quincy, MA

2012 to 2012

Contracts Analyst

Conferred and cooperated with management and others in formulating and implementing administrative, operational and customer relations, policies and procedures. Evaluated all proposed terms and conditions, identified noncompliant distributors violating contractual agreements.

- Created, maintained, and generated monthly and quarterly reports as required to customers, sales management, and finance departments.
- Conducted Contract Audits and Compliance Reviews to identify operational audits & regulatory issues in North America Region.
- Participated in new product launch activities, distributor incentive programs and marketing campaigns to drive future growth.
- Reported and provided analytical support in providing forecast accuracy, variance analysis, sales results, and data validation.
- Contributed to Strategic Planning and Product Pricing for 2013, and identified Non-Compliant Distributors that were violating contractual agreements.

Novartis Vaccines & Diagnostics Inc.

Cambridge, MA

2011 to 2012

Sales Operations Analyst

Participated effectively in a variety of sales support activity with customers, vendors and affiliates. Work with Project manager in tactical projects to improve near term results and attain revenue targets. Monitor, plan and implement projects that support order processing activities.

- Contributed to double-digit growth of the Menveo brand since launch through enhancements to customer segmentation and targeting.
- Developed customer segmentation and forecasting system with statistical analysis algorithms, increase the forecast accuracy by 10% (in R).
- Developed executive dashboards for sales & marketing leadership to generate insights related to sales performance and field force activity
- Provided forecast accuracy, variance analysis, sales results, and KPIs on a weekly, monthly, and quarterly basis.
- Designed and built interactive Sales Dashboards in Spotfire for management and created reports in Rombi for iPhone and iPad devices for sales reps.

EDUCATION

Harvard Extension School, Cambridge, MA

2017

Masters of Liberal Arts; General Management

University of South Florida, Tampa, FL

2014

Bachelor of Science; Accountancy

University of South Florida, Tampa, FL

2011

Bachelor of Science; Management Information Systems